

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 16042 01 OF 02 101746Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 OES-09 SS-15 ICA-20 /065 W
-----075072 101827Z /47

R 101737Z JUL 78
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 4130
AMEMBASSY VIENNA
AMCONSUL LENINGRAD

UNCLAS SECTION 01 OF 02 MOSCOW 16042

USDOC FOR BEWT/TPD (THOMPSON)

VIENNA FOR VONTILLIUS

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: "OCHISTKA '78" S/ME FINAL REPORT

SUMMARY: "OCHISTKA '78", RUSSIAN APPELATION FOR SEMINAR/MINI-EXHIBIT ON POLLUTION CLEAN-UP AND CONTROL EQUIPMENT AND TECHNOLOGY, PLAYED TO GENERALLY SMALL BUT WELL-QUALIFIED SOVIET END-USER AUDIENCES. DESPITE WIDE-RANGING INVITATIONS TO OPENING RECEPTION, HOWEVER, ATTENDANCE THERE WAS LIGHT BOTH IN NUMBERS AND RANK. NONETHELESS, LARGE PROPORTION OF NEW-TO-MARKET FIRMS AND LIVELY QUESTION-AND-ANSWER PERIODS FOLLOWING SEVERAL SEMINAR SESSIONS MADE THIS A WORTH-WHILE EVENT AND UNDERScoreD EXISTENCE OF POTENTIAL FUTURE MARKET FOR EQUIPMENT OF THIS TYPE IN USSR. TWELVE-MONTH SALES PROJECTIONS WERE, HOWEVER, MODEST AT \$500,000 AND THERE WERE NO OFF-THE-FLOOR SALES. NON-PARTICIPATION OF HYDROMET WAS ALSO NEGATIVE FACTOR. END SUMMARY.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MOSCOW 16042 01 OF 02 101746Z

1. RESULTS AS OF COB, JUNE 9:

- A. "OCHISTKA '78", SEMINAR/MINI-EXHIBIT
- B. U.S. COMMERCIAL OFFICE, MOSCOW, JUNE 5-9, 1978
- C. AGENTS APPOINTED - 0 -

- UNDER NEGOTIATION - 0 -

- D. FLOOR SALES - 0 -

- EXPECTED NEXT 12 MONTHS - \$500,000

- E. NUMBER OF REGISTERED VISITORS - 0 -

- ATTENDANCE FIGURES BY PRESENTATION:

- JUNE 6

- 10:30 60

- 2:00 45

- 3:15 41 146

- JUNE 7

- 10:00 34

- 11:15 31

- 2:00 22

- 3:15 26 113

- JUNE 8

- 10:00 25

- 11:15 24 49

- TOTAL 308

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MOSCOW 16042 01 OF 02 101746Z

- F. NO. OF PARTICIPANTS: 9 PA'S FOR 9 COMPANIES

- NEW TO MARKET 6

OLD TO MARKET 3

FULLY ACHIEVING OBJECTIVE 6

PARTIALLY ACHIEVING OBJECTIVE 1

NOT ACHIEVING OBJECTIVE 2

2. HIGHLIGHTS: S/ME WENT OFF ABOUT AS WELL AS PLANNED, WITH ONE NOTABLE EXCEPTION: THERE WAS VIRTUALLY NO PARTICIPATION BY LEADING SOVIET AGENCY INVOLVED IN ENVIRONMENTAL CONTROL POLICY MATTERS, I.E., NEWLY-FORMED (APRIL, 1978) STATE COMMITTEE FOR HYDROMETEROLOGY AND CONTROL OF NATURAL ENVIRONMENT (SCHCNE), FORMERLY KNOWN AS "HYDROMET". FOR PAST TWO S/ME'S ON POLLUTION CONTROL AND MONITORING THEMES ("CLEAN AIR '76" AND "CLEAN WATER '77") HYDROMET HAD READILY CONSENTED TO ACT AS SOVIET CO-SPONSOR. FOR "OCHISTKA '78", HOWEVER, HYDROMET DECLINED TO BECOME INVOLVED, IN SPITE OF OUR REPEATED APPEALS FOR ASSISTANCE. IN FAIRNESS, THIS MAY HAVE BEEN MORE A RESULT OF AGENCY'S TRANSITIONAL PROBLEMS DURING PERIOD OF ORGANIZATIONAL UPGRADING, THAN A REFLECTION OF GENUINE

RELUCTANCE TO PARTICIPATE WITH USCO ON A THIRD POLLUTION CONTROL S/ME. BUT IF SO, WE WERE NEVER TOLD. SCHCNE'S NON-PARTICIPATION PROBABLY LEFT AT LEAST PARTIAL IMPRESSION AMONG SOVIET END-USER ORGANIZATIONS THAT S/ME LACKED HIGH-LEVEL OFFICIAL BACKING. IN THE EVENT, WE PREVAILED UPON STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY (SCST) TO UNDERTAKE ROLE AS CO-SPONSOR. BUT SCST DID NOT PROVE TO BE AN ADEQUATE SUBSTITUTE FOR SCHCNE, JUDGING BY RELATIVELY LOW-LEVEL OFFICIALS ATTENDING BOTH OPENING RECEPTION AND SEMINAR SESSIONS

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 MOSCOW 16042 02 OF 02 101748Z

ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 OES-09 SS-15 ICA-20 /065 W

-----075091 101826Z /47

R 101737Z JUL 78

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 4131

AMEMBASSY VIENNA

AMCONSUL LENINGRAD

UNCLAS SECTION 02 OF 02 MOSCOW 16042

THEMSELVES. IN FACT, NO OFFICIALS FROM NEW STATE COMMITTEE FOR HYDROMETEROLOGY WERE NOTED IN ATTENDANCE, DESPITE OUR SENDING OUT A LARGE NUMBER OF INVITATIONS TO THEM.

3. MOST PARTICIPANTS WERE SATISFIED WITH SEMINAR. WRITTEN COMMENTS WERE AS FOLLOWS (CLEARED FOR PUBLICATION): "I BELIEVE THE TECHNICAL PRESENTATION WAS WELL RECEIVED AND BROUGHT ABOUT AN AWARENESS OF TECHNOLOGY." -- DOHRMANN DIVISION - ENVIROTECH CORP. (NTM). "COMBINATION OF SEMINAR WITH EXHIBITION IS EXCELLENT, ORGANIZATION IS PROFESSIONAL. IT WAS WORTHWHILE TO PARTICIPATE. REQUEST WAS RECEIVED TO HOLD A NEW SEMINAR." -- MONSANTO EUROPE SA (OTM). "VERY EDUCATIONAL. MORE INFORMATION ON THE SPECIAL PROBLEMS OF DOING BUSINESS IN THE USSR SHOULD HAVE BEEN PROVIDED." -- NUCLEAR CONSULTING SERVICE, INC. (NTM). "THE EXPOSURE TO VARIOUS MINISTRIES WAS EXCELLENT FOR FUTURE CONTACTS." -- MELOY LABORATORIES, INC. (OTM). MATLOCK

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW16042
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780282-0425
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780779/aaaacoto.tel
Line Count: 168
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 4f766078-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2066604
Secure: OPEN
Status: NATIVE
Subject: \"OCHISTKA \"78\" S/ME FINAL REPORT SUMMARY: \"OCHISTKA \"78\", RUSSIAN APPELATION FOR SEMINAR/MINI-EXHIBIT ON POLLUTION CLEAN-UP AND CON
TAGS: BEXP, UR
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/4f766078-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014